



# 650-179<sup>Q&As</sup>

SMB Solutions for Account Managers

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### QUESTION 1

What is the name of the Cisco small business solution sales framework?

- A. Smart Designs
- B. Smart Business Roadmap
- C. SMB Sales Framework
- D. Small Business Advantage
- E. Small Business Accelerator

Correct Answer: B

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### QUESTION 2

Which three questions might an Account Manager use to start a conversation about network security risks to a small business customer? (Choose three.)

- A. Have you ever had a problem with employee theft of product?
- B. Have you had a security problem or been compromised in the past?
- C. Have physical security measures been put in place on your premises?
- D. How are you currently protecting against viruses, malware, and web threats?
- E. How concerned are you about e-commerce fraud and web security certificates?
- F. How do you ensure that all PCs and servers are continuously protected?

Correct Answer: BDF

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### QUESTION 3

Which three options can a business customer achieve using WebEx meeting center? (Choose three.)

- A. Acquire and ship new inventory.
- B. Collaborate with remote suppliers.
- C. Lower employee turnover.
- D. Reduce travel time and expense.
- E. Share applications on a desktop.
- F. Streamline business operations.



Correct Answer: BDE

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#### QUESTION 4

Which Cisco resource provides partners with pre-tested and flexible solutions that mitigate risk and provide investment protection for their customers?

- A. Quote Builder
- B. Cisco Capital
- C. SMB University
- D. Smart Designs
- E. Cisco Small Business NFR Program

Correct Answer: D

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#### QUESTION 5

Which two options are key competitive selling messages for Cisco 200 Series Switches? (Choose two.)

- A. Competitively priced
- B. Managed as a single stackable unit
- C. Part of a comprehensive network portfolio
- D. Solution-based integration into cloud services
- E. Provides UTM security

Correct Answer: AC

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